POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

A8720-1

AGRICULTURAL		NOVEMBER 1990	NOVEMBER 1989	JUL-NOV 1990/91	JUL-NOV 1989/90
AL	Alabama	6,165	5,780	26,411	24,179
AK	Alaska	0	0	928	426
AZ	Arizona	199	275	999	1,509
AR	Arkansas	6,768	2,570	17,807	17,598
CA	California	9,181	12,494	38,578	34,433
CO	Colorado	892	1,042	2,990	2,679
CT	Connecticut	56	159	302	818
DE	Delaware	1,982	77	7,744	11,689
FL	Florida	9,492	14,576	43,329	58,955
GA	Georgia	4,780	6,597	34,266	41,567
HI	Hawaii	155	86	6,025	3,575
ID	Idaho	3,513	2,999	12,059	10,324
IL	Illinois	53,361	57,364	316,633	320,177
IN	Indiana	29,763	24,237	135,006	136,567
IA	Iowa	50,204	32,823	244,162	237,439
KS	Kansas	2,464	4,444	21,655	24,843
KY	Kentucky	2,419	17,410	33,750	45,557
LA	Louisiana	19,558	15,002	71,652	37,165
ME	Maine	693	345	2,013	481
MD	Maryland	4,177	4,051	11,702	9,868
MA	Massachusetts	139	0	3,709	1,213
MI	Michigan	9,362	10,170	46,789	68,039
MN	Minnesota	37,652	28,928	143,492	142,753
MS	Mississippi	4,372	1,211	20,464	8,600
MO	Missouri	16,476	20,169	97,956	128,817
MT	Montana	670	615	4,766	4,180
NE	Nebraska	3,300	2,444	8,564	8,030
NV	Nevada	31	0	31	3
NH	New Hampshire	13	0	165	309
NJ	New Jersey	211	344	1,617	1,771
NM	New Mexico	995	619	2,101	1,773
NY	New York	1,255	1,414	11,896	10,417
NC	North Carolina	3,089	3,100	24,304	20,618
ND	North Dakota	1,109	688	5,989	6,240
OH	Ohio	22,022	25,115	134,424	159,106
OK	Oklahoma	531	883	8,501	9,100
OR	Oregon	1,568	1,424	9,493	9,338
PA	Pennsylvania	2,881	3,467	17,831	17,570
RI	Rhode Island	0	60	319	754
SC	South Carolina	8,998	2,581	20,979	23,887
SD	South Dakota	1,349	1,118	4,620	4,190
TN	Tennessee	10,660	639	30,656	23,899
TX	Texas	6,642	5,254	42,828	38,025
UT	Utah	1,659	5,456	4,533	9,069
VT	Vermont	41	121	2,083	1,493
VA	Virginia	10,470	9,514	24,743	17,434
WA	Washington	1,348	1,676	9,752	11,620
WV	West Virginia	6,994	61	7,421	594
WI	Wisconsin	17,236	15,893	74,745	71,174
WY	Wyoming	303	162	1,250	897
	TOTAL U.S.:	377,198	345,457	1,794,032	1,820,762
CANADA					
AB	Alberta	1,415	1,347	8,164	9,024
BC	Brit. Columbia	143	274	1,277	722
MB	Manitoba	1,517	1,547	6,176	8,640
NB	New Brunswick	953	1,527	2,213	2,081
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	151	464	661	1,075
ON	Ontario	4,474	13,181	42,803	33,629
PE	Pr.Edward Isle	1,596	206	1,768	1,362
PQ	Quebec	5,461	5,656	18,944	15,727
SK	Saskatchewan	400	398	2,347	2,770
	TOTAL CAN:	16,110	24,600	84,353	75,030
EXPORT SALES:		362,087	189,630	1,638,432	1,280,023
TOTAL AG SALES		755,395	559,687	3,516,817	3,175,815
Non-Ag U.S.		45,886	42,706	220,313	193,630
	Canada	1,505	1,181	6,715	6,800
	Exports	8,509	21,054	57,937	60,861
TOTAL NON-AG SALES		55,900	64,941	284,965	261,291
GRAND TOTAL		811,295	624,628	3,801,782	3,437,106

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K_2O)

NOVEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	662	2,072	840	1,902	689	6,165
AK Alaska	0	0	0	0	0	0
AZ Arizona	41	0	73	0	85	199
AR Arkansas	60	0	6,697	0	11	6,768
CA California	2,608	1,286	1,989	111	3,187	9,181
CO Colorado	414	0	407	31	40	892
CT Connecticut	0	0	43	0	13	56
DE Delaware	0	1,795	75	62	50	1,982
FL Florida	1,325	3,264	1,285	820	2,798	9,492
GA Georgia	1,271	974	892	75	1,568	4,780
HI Hawaii	0	126	0	0	29	155
ID Idaho	60	293	3,160	0	0	3,513
IL Illinois	2,107	44,102	3,211	3,622	319	53,361
IN Indiana	2,041	18,158	7,811	1,645	108	29,763
IA Iowa	125	32,691	10,995	6,376	17	50,204
KS Kansas	272	398	1,434	147	213	2,464
KY Kentucky	0	1,754	541	0	124	2,419
LA Louisiana	2,251	0	16,917	376	14	19,558
ME Maine	0	0	628	0	65	693
MD Maryland	0	1,029	1,326	1,778	44	4,177
MA Massachusetts	0	62	55	0	22	139
MI Michigan	28	4,011	4,879	0	444	9,362
MN Minnesota	132	10,670	25,705	841	304	37,652
MS Mississippi	0	919	1,530	1,891	32	4,372
MO Missouri	306	607	15,296	168	99	16,476
MT Montana	0	125	529	16	0	670
NE Nebraska	203	250	1,206	591	1,050	3,300
NV Nevada	0	0	31	0	0	31
NH New Hampshire	0	0	0	0	13	13
NJ New Jersey	0	125	14	72	0	211
NM New Mexico	205	0	581	0	209	995
NY New York	60	498	434	62	201	1,255
NC North Carolina	304	1,223	671	106	785	3,089
ND North Dakota	0	126	967	16	0	1,109
OH Ohio	638	17,058	3,690	129	507	22,022
OK Oklahoma	120	76	302	0	33	531
OR Oregon	109	370	828	168	93	1,568
PA Pennsylvania	426	1,090	984	76	305	2,881
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	855	365	7,389	61	328	8,998
SD South Dakota	0	950	384	15	0	1,349
TN Tennessee	0	9,086	776	0	798	10,660
TX Texas	986	1,087	3,184	530	855	6,642
UT Utah	1,298	0	340	0	21	1,659
VT Vermont	0	0	33	0	8	41
VA Virginia	1,577	484	6,684	1,372	353	10,470
WA Washington	0	0	1,141	117	90	1,348
WV West Virginia	0	2,108	4,761	125	0	6,994
WI Wisconsin	1,324	10,821	4,867	62	162	17,236
WY Wyoming	73	20	177	0	33	303
TOTAL U.S.:	21,881	170,073	145,762	23,363	16,119	377,198
CANADA						
AB Alberta	0	16	1,345	54	0	1,415
BC Brit. Columbia	0	0	143	0	0	143
MB Manitoba	0	159	1,327	31	0	1,517
NB New Brunswick	0	118	279	0	556	953
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	85	40	0	26	151
ON Ontario	0	994	2,458	30	992	4,474
PE Pr.Edward Isle	0	0	948	0	648	1,596
PQ Quebec	0	0	1,425	0	4,036	5,461
SK Saskatchewan	0	0	400	0	0	400
TOTAL CAN:	0	1,372	8,365	115	6,258	16,110
*EXPORT SALES:	287,362	23,748	33,177	14,868	2,932	362,087
TOTAL AG SALES	309,243	195,193	187,304	38,346	25,309	755,395
NON-AG U.S.	31,898	-	-	13,572	416	45,886
Canada	1,122	-	-	372	11	1,505
*Exports	845	-	-	7,664	0	8,509
TOTAL NON-AG SALES	33,865	-	-	21,608	427	55,900
GRAND TOTAL	**343,108**	**195,193**	**187,304**	**59,954**	**25,736**	**811,295**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

NOVEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	687	0	667	0	121	1,475
Australia	0	7,388	15,251	0	23	22,662
Bangladesh	10,654	0	0	0	0	10,654
Belize	0	0	284	0	0	284
Brazil	0	5,423	4,630	0	0	10,053
China	146,543	0	0	0	0	146,543
Colombia	7,748	0	0	0	800	8,548
France	3,847	0	0	0	0	3,847
India	1,664	0	0	0	0	1,664
Indonesia	17,813	0	0	0	0	17,813
Japan	28,623	10,937	2,335	8,741	1,065	51,701
Korea	10,341	0	0	0	0	10,341
Malaysia	12,812	0	0	0	0	12,812
Mexico	1,272	0	0	28	863	2,163
New Zealand	0	0	0	0	60	60
Nigeria	6,614	0	0	0	0	6,614
Pakistan	121	0	0	0	0	121
Peru	1,332	0	0	0	0	1,332
Philippines	16,972	0	0	0	0	16,972
South Africa	0	0	3,742	0	0	3,742
Sri Lanka	8,134	0	0	0	0	8,134
Taiwan	9,377	0	0	0	0	9,377
United Kingdom	0	0	0	6,099	0	6,099
OTHER COUNTRIES	2,808	0	6,268	0	0	9,076
TOTAL AG:	287,362	23,748	33,177	14,868	2,932	362,087
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Japan	126	-	-	4,079	0	4,205
Korea	288	-	-	0	0	288
Mexico	386	-	-	0	0	386
Switzerland	0	-	-	50	0	50
Taiwan	25	-	-	3,535	0	3,560
TOTAL NON-AG:	845	-	-	7,664	0	8,509
TOTAL EXPORTS	**288,207**	**23,748**	**33,177**	**22,532**	**2,932**	**370,596**

OTHER COUNTRIES: 2,808 tons standard grade, Ivory Coast;
4,885 tons granular grade, Ivory Coast; and
1,383 tons granular grade, Fiji.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

NOVEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	121	2,072	730	1,902	4,825
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	0	0
CA California	0	0	33	111	144
CO Colorado	0	0	0	0	0
CT Connecticut	0	0	43	0	43
DE Delaware	0	1,795	75	62	1,932
FL Florida	919	3,264	1,285	806	6,274
GA Georgia	1,271	974	892	61	3,198
HI Hawaii	0	0	0	0	0
ID Idaho	0	293	999	0	1,292
IL Illinois	535	43,731	1,259	3,622	49,147
IN Indiana	1,566	13,583	6,001	1,645	22,795
IA Iowa	0	31,341	9,455	6,343	47,139
KS Kansas	0	0	17	0	17
KY Kentucky	0	1,754	300	0	2,054
LA Louisiana	1,807	0	13,529	0	15,336
ME Maine	0	0	628	0	628
MD Maryland	0	1,029	1,326	1,778	4,133
MA Massachusetts	0	62	55	0	117
MI Michigan	28	4,011	3,149	0	7,188
MN Minnesota	126	10,670	25,628	841	37,265
MS Mississippi	0	919	0	1,891	2,810
MO Missouri	0	545	1,737	69	2,351
MT Montana	0	125	529	16	670
NE Nebraska	0	234	99	575	908
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	125	14	72	211
NM New Mexico	0	0	0	0	0
NY New York	60	498	434	62	1,054
NC North Carolina	304	1,223	671	106	2,304
ND North Dakota	0	126	967	16	1,109
OH Ohio	638	17,058	3,378	129	21,203
OK Oklahoma	0	0	0	0	0
OR Oregon	0	239	537	168	944
PA Pennsylvania	426	1,090	984	76	2,576
RI Rhode Island	0	0	0	0	0
SC South Carolina	855	365	7,389	61	8,670
SD South Dakota	0	950	384	15	1,349
TN Tennessee	0	9,086	596	0	9,682
TX Texas	0	0	0	0	0
UT Utah	1,249	0	207	0	1,456
VT Vermont	0	0	33	0	33
VA Virginia	1,577	484	6,684	1,372	10,117
WA Washington	0	0	1,110	117	1,227
WV West Virginia	0	2,108	4,761	125	6,994
WI Wisconsin	1,324	10,821	4,867	62	17,074
WY Wyoming	0	20	47	0	67
TOTAL U.S.:	12,806	160,595	100,832	22,103	296,336
CANADA					
AB Alberta	0	16	1,345	54	1,415
BC Brit. Columbia	0	0	143	0	143
MB Manitoba	0	159	1,327	31	1,517
NB New Brunswick	0	118	279	0	397
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	85	40	0	125
ON Ontario	0	994	2,458	30	3,482
PE Pr.Edward Isle	0	0	948	0	948
PQ Quebec	0	0	1,425	0	1,425
SK Saskatchewan	0	0	400	0	400
TOTAL CAN:	0	1,372	8,365	115	9,852
*EXPORT SALES:	276,323	23,748	28,508	14,840	343,419
TOTAL AG SALES	289,129	185,715	137,705	37,058	649,607
NON-AG U.S.	19,166	-	-	11,962	31,128
Canada	1,122	-	-	372	1,494
*Exports	439	-	-	7,664	8,103
TOTAL NON-AG SALES	20,727	-	-	19,998	40,725
GRAND TOTAL	**309,856**	**185,715**	**137,705**	**57,056**	**690,332**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

NOVEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	7,388	15,251	0	22,639
Bangladesh	10,654	0	0	0	10,654
Brazil	0	5,423	4,630	0	10,053
China	146,543	0	0	0	146,543
France	3,847	0	0	0	3,847
India	1,664	0	0	0	1,664
Indonesia	17,813	0	0	0	17,813
Japan	28,623	10,937	0	8,741	48,301
Korea	10,341	0	0	0	10,341
Malaysia	12,812	0	0	0	12,812
Nigeria	6,614	0	0	0	6,614
Pakistan	121	0	0	0	121
Philippines	16,972	0	0	0	16,972
South Africa	0	0	3,742	0	3,742
Sri Lanka	8,134	0	0	0	8,134
Taiwan	9,377	0	0	0	9,377
United Kingdom	0	0	0	6,099	6,099
OTHER COUNTRIES	2,808	0	4 885	0	7,693
TOTAL AG:	276,323	23,748	28,508	14,840	343,419
NON-AGRICULTURAL					
Japan	126	-	-	4,079	4,205
Korea	288	-	-	0	288
Switzerland	0	-	-	50	50
Taiwan	25	-	-	3,535	3,560
TOTAL NON-AG:	439	-	-	7,664	8,103
TOTAL EXPORTS	**276,762**	**23,748**	**28,508**	**22,504**	**351,522**

OTHER COUNTRIES: 2,808 tons standard grade and
4,885 tons granular grade to the Ivory Coast.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

NOVEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	541	0	110	0	689	1,340
AK Alaska	0	0	0	0	0	0
AZ Arizona	41	0	73	0	85	199
AR Arkansas	60	0	6,697	0	11	6,768
CA California	2,608	1,286	1,956	0	3,187	9,037
CO Colorado	414	0	407	31	40	892
CT Connecticut	0	0	0	0	13	13
DE Delaware	0	0	0	0	50	50
FL Florida	406	0	0	14	2,798	3,218
GA Georgia	0	0	0	14	1,568	1,582
HI Hawaii	0	126	0	0	29	155
ID Idaho	60	0	2,161	0	0	2,221
IL Illinois	1,572	371	1,952	0	319	4,214
IN Indiana	475	4,575	1,810	0	108	6,968
IA Iowa	125	1,350	1,540	33	17	3,065
KS Kansas	272	398	1,417	147	213	2,447
KY Kentucky	0	0	241	0	124	365
LA Louisiana	444	0	3,388	376	14	4,222
ME Maine	0	0	0	0	65	65
MD Maryland	0	0	0	0	44	44
MA Massachusetts	0	0	0	0	22	22
MI Michigan	0	0	1,730	0	444	2,174
MN Minnesota	6	0	77	0	304	387
MS Mississippi	0	0	1,530	0	32	1,562
MO Missouri	306	62	13,559	99	99	14,125
MT Montana	0	0	0	0	0	0
NE Nebraska	203	16	1,107	16	1,050	2,392
NV Nevada	0	0	31	0	0	31
NH New Hampshire	0	0	0	0	13	13
NJ New Jersey	0	0	0	0	0	0
NM New Mexico	205	0	581	0	209	995
NY New York	0	0	0	0	201	201
NC North Carolina	0	0	0	0	785	785
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	312	0	507	819
OK Oklahoma	120	76	302	0	33	531
OR Oregon	109	131	291	0	93	624
PA Pennsylvania	0	0	0	0	305	305
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	328	328
SD South Dakota	0	0	0	0	0	0
TN Tennessee	0	0	180	0	798	978
TX Texas	986	1,087	3,184	530	855	6,642
UT Utah	49	0	133	0	21	203
VT Vermont	0	0	0	0	8	8
VA Virginia	0	0	0	0	353	353
WA Washington	0	0	31	0	90	121
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	162	162
WY Wyoming	73	0	130	0	33	236
TOTAL U.S.:	9,075	9,478	44,930	1,260	16,119	80,862
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	556	556
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	26	26
ON Ontario	0	0	0	0	992	992
PE Pr.Edward Isle	0	0	0	0	648	648
PQ Quebec	0	0	0	0	4,036	4,036
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	6,258	6,258
*EXPORT SALES:	11,039	0	4,669	28	2,932	18,668
TOTAL AG SALES	20,114	9,478	49,599	1,288	25,309	105,788
NON-AG U.S.	12,732	-	-	1,610	416	14,758
Canada	0	-	-	0	11	11
*Exports	406	-	-	0	0	406
TOTAL NON-AG SALES	13,138	-	-	1,610	427	15,175
GRAND TOTAL	**33,252**	**9,478**	**49,599**	**2,898**	**25,736**	**120,963**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K_2O)

NOVEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	687	0	667	0	121	1,475
Australia	0	0	0	0	23	23
Belize	0	0	284	0	0	284
Colombia	7,748	0	0	0	800	8,548
Japan	0	0	2,335	0	1,065	3,400
Mexico	1,272	0	0	28	863	2,163
New Zealand	0	0	0	0	60	60
Peru	1,332	0	0	0	0	1,332
OTHER COUNTRIES	0	0	1,383	0	0	1,383
TOTAL AG:	11,039	0	4,669	28	2,932	18,668
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Mexico	386	-	-	0	0	386
TOTAL NON-AG:	406	-	-	0	0	406
TOTAL EXPORTS	**11,445**	**0**	**4,669**	**28**	**2,932**	**19,074**

OTHER COUNTRIES: 1,383 tons granular grade to Fiji.